



SOUTHLAND BUILDING SOCIETY  
TRADING AS SBS BANK

# Indicative Terms Sheet.

For an offer of 5 year unsecured, senior,  
fixed rate bonds issued as SBS Senior Bonds.

8 MARCH 2022

**TERMS**



Arranger & Joint  
Lead Manager.



**FORSYTH BARR**

Joint Lead Manager.

## Indicative Terms Sheet dated 8 March 2022.

### Unsecured, senior, fixed rate, medium term debt securities due 18 March 2027.

This indicative terms sheet (**Terms Sheet**) is not a complete description of the Bonds to be issued. There is no assurance the Bonds will be issued. Investors should read and consider the Limited Disclosure Document (**LDD**), Master Deed and Supplemental Deed referred to below before making any investment decision.

Capitalised terms used but not defined in this Terms Sheet have the meanings given to them in the LDD.

<b>Issuer</b>	Southland Building Society, trading as SBS Bank ( <b>SBS Bank</b> ).
<b>Description</b>	5 year unsecured, senior, fixed rate, bonds ( <b>Bonds</b> ).
<b>Ranking</b>	The Bonds rank equally among themselves, equally with all other present and future unsecured and unsubordinated obligations of SBS Bank, and behind secured creditors and liabilities mandatorily preferred by law. The Bonds rank ahead of SBS Bank's redeemable shareholders, subordinated creditors and equity.
<b>Issuer Credit Rating</b>	BBB (positive outlook) by Fitch Australia Pty Limited ( <b>Fitch</b> ). A credit rating is not a recommendation to buy, sell or hold securities and may be revised or withdrawn by the rating agency at any time.
<b>Expected Issue Credit Rating of the Bonds</b>	BBB+ by Fitch.
<b>Purpose</b>	The purpose of this Offer is to raise funds which will be used by SBS Bank for general corporate purposes, including making loans available to SBS Bank customers.
<b>Currency</b>	The Bonds will be denominated in New Zealand dollars.
<b>Offer Amount</b>	Up to \$100,000,000 (with the ability to accept oversubscriptions of up to an additional \$50,000,000 at SBS Bank's discretion).
<b>Term</b>	5 years.
<b>Opening Date</b>	Tuesday, 8 March 2022.
<b>Closing Date</b>	Friday, 11 March 2022 at 11:00am (NZ time) or earlier at SBS Bank's discretion.
<b>Rate Set Date</b>	Friday, 11 March 2022.
<b>Issue Date</b>	Friday, 18 March 2022.
<b>Maturity Date</b>	Thursday, 18 March 2027.
<b>Interest Rate</b>	The Bonds will pay a fixed rate of interest until the Maturity Date.  The Interest Rate as set on the Rate Set Date (Friday, 11 March 2022), will be equal to the sum of the Base Rate plus the Issue Margin, subject to the minimum Interest Rate of 4.05 per cent per annum.  The Interest Rate will be announced by SBS Bank via <a href="http://www.sbsbank.co.nz/sbs-senior-bond">www.sbsbank.co.nz/sbs-senior-bond</a> on Friday, 11 March 2022 (the Rate Set Date).
<b>Issue Margin</b>	The indicative Issue Margin is 1.15 to 1.30 per cent per annum. The Issue Margin (which may be above or below the indicative Issue Margin) will be determined by SBS Bank in conjunction with the Joint Lead Managers following the Bookbuild and announced via <a href="http://www.sbsbank.co.nz/sbs-senior-bond">www.sbsbank.co.nz/sbs-senior-bond</a> on the Rate Set Date (a Bookbuild is a process whereby a margin is determined by reference to bids from NZX Firms for an allocation of Bonds at different margins).

<b>Base Rate</b>	The Base Rate will be the semi-annual mid market swap rate for an interest rate swap of a term and start date matching the period from the Issue Date to the Maturity Date as determined by the Arranger in accordance with market convention with reference to Bloomberg Page ICNZ4 (or any successor page) on the Rate Set Date, and expressed on a quarterly basis (rounded to 2 decimal places, if necessary, with 0.005 being rounded up).
<b>Interest Payment Dates</b>	<p>Interest will be paid quarterly in arrear on each Interest Payment Date, being 18 March, 18 June, 18 September and 18 December in each year (or if that date is not a Business Day, the next Business Day without adjustment, interest or further payment as a result thereof) until (and including) the Maturity Date.</p> <p>The first Interest Payment Date is 18 June 2022 with payment on 20 June 2022, being the first Business Day following the First Interest Payment Date.</p>
<b>Issue Price and Principal Amount</b>	Par (\$1.00) per Bond.
<b>Business Days</b>	Auckland, Invercargill.
<b>Business Day Convention</b>	Following Unadjusted.
<b>Transfer Restrictions</b>	SBS Bank may decline to accept or register a transfer of the Bonds if the transfer would result in the transferor or the transferee holding or continuing to hold Bonds with a Principal Amount of less than \$5,000 (if not zero) or if the transfer is not a multiple of \$1,000.
<b>Record Date</b>	The record date for any payment due in respect of the Bonds is 5:00pm on the close of business on the tenth day before the due date for that payment or, if that day is not a Business Day, the preceding Business Day.
<b>Minimum Subscription and Minimum Holding Amounts</b>	The minimum denominations of \$5,000 and multiples of \$1,000 thereafter.
<b>Who May Apply under the Offer</b>	<p>All of the Bonds offered under this Offer (including any oversubscriptions) have been reserved for subscription by clients of the Joint Lead Managers, institutional investors, NZX Firms and other approved financial intermediaries invited to participate in the Bookbuild. No person may apply for Bonds (including through a Joint Lead Manager, NZX Firm or other approved financial intermediary) unless they have obtained a copy of the LDD.</p> <p>There will be no public pool for the Bonds.</p>
<b>Bond Registrar, Paying Agent and Calculation Agent</b>	<p>Computershare Investor Services Limited.</p> <p>The Bonds will be accepted for settlement within the NZClear system.</p>
<b>ISIN</b>	NZSBBDT297C3.
<b>Brokerage</b>	0.50% brokerage plus 0.25% on firm allocations, paid by SBS Bank.
<b>Quotation</b>	<p>Application has been made to NZX for permission to quote the Bonds on the NZX Debt Market and all the requirements of NZX relating to that quotation that can be complied with on or before the date of distribution of this Terms Sheet have been complied with. However, the Bonds have not yet been approved for trading and NZX accepts no responsibility for any statement in this Terms Sheet. NZX is a licensed market operator, and the NZX Debt Market is a licensed market, under the FMCA.</p> <p>Ticker code SBS010 has been reserved for the Bonds.</p>

<b>Expected Date of Quotation and Trading of the Bonds on the NZX Debt Market</b>	It is expected that quotation of the Bonds on the NZX Debt Market will occur on Monday, 21 March 2022.
<b>Arranger</b>	Westpac Banking Corporation (ABN 33 007 457 141) (acting through its New Zealand branch) ( <b>Westpac</b> ).
<b>Joint Lead Managers</b>	Forsyth Barr Limited and Westpac.
<b>Offer Documentation</b>	Limited Disclosure Document dated 28 February 2022. Master Deed dated 30 April 2014 (as amended and restated on 26 September 2017). Supplemental Deed dated 28 February 2022.
<b>Governing Law</b>	New Zealand.
<b>Selling Restrictions</b>	The Offer and subsequent transfers of Bonds are subject to the selling restrictions contained in the schedule to this Terms Sheet.
<b>Important Information for Australian Investors</b>	We are not a bank nor an authorised deposit-taking institution which is authorised under the Banking Act 1959 (Cth) of Australia (the <b>Australian Banking Act</b> ) nor are we authorised to carry on banking business under the Australian Banking Act. The Bonds are not obligations of any government and, in particular, are not guaranteed by the Commonwealth of Australia. We are not supervised by the Australian Prudential Regulation Authority. Bonds that are offered for issue or sale or transferred in, or into, Australia are offered only in circumstances that would not require disclosure to investors under Part 6D.2 or Part 7.9 of the Corporations Act 2001 of Australia (the <b>Corporations Act</b> ) and issued and transferred in compliance with the terms of the exemption from compliance with section 66 of the Australian Banking Act that is available to us. Such Bonds are issued or transferred in, or into, Australia in parcels of not less than A\$500,000 in aggregate principal amount. An investment in any Bonds issued by SBS Bank will not be covered by the depositor protection provisions in section 13A of the Australian Banking Act and will not entitle holders to claim under the financial claims scheme for account-holders with insolvent ADIs under Division 2AA of the Australian Banking Act.
<b>Singapore Securities and Futures Act Product Classification</b>	Solely for the purposes of its obligations pursuant to sections 309B(1)(a) and 309B(1)(c) of the SFA, SBS Bank has determined, and hereby notifies all relevant persons (as defined in Section 309A of the SFA) that the Bonds are “prescribed capital markets products” (as defined in the Securities and Futures (Capital Markets Products) Regulations 2018).

# Important Information.

This Terms Sheet forms part of the Offer Documentation and should be read in conjunction with, distributed and received in compliance with the statements made in the Offer Documentation. This Terms Sheet must not be published, delivered, distributed or received except in compliance with all applicable laws and regulations.

The dates set out in this Terms Sheet are indicative only. The Opening and Closing Dates are indicative only and are subject to change. SBS Bank has the right, in its absolute discretion to open or close this Offer early, to accept late applications and to extend the Closing Date, without notice.

If the Closing Date is extended, the Rate Set Date, the Issue Date, the expected date of initial quotation and trading of the Bonds on the NZX Debt Market, the Interest Payment Dates and the Maturity Date may be extended accordingly. Any such changes will not affect the validity of any applications received.

SBS Bank reserves the right to cancel this Offer at any time, in which case, all application monies will be refunded (without interest) as soon as practicable.

## Issuer

### **SBS Bank**

51 Don Street  
Invercargill 9810

## Securities Registrar

### **Computershare Investor Services Limited**

Level 2, 159 Hurstmere Road  
Takapuna  
Auckland 0622

## Arranger and Joint Lead Manager

### **Westpac Banking Corporation (ABN 33 007 457 141) (acting through its New Zealand branch)**

Level 8, 16 Takutai Square  
Auckland 1010

## Joint Lead Manager

### **Forsyth Barr Limited**

Level 23, Shortland & Fort  
88 Shortland Street  
Auckland 1010

# Schedule.

The Bonds may only be offered for sale or sold in New Zealand in conformity with all applicable laws and regulations in New Zealand. No Bonds may be offered for sale or sold in any other country or jurisdiction except in conformity with all applicable laws and regulations of that country or jurisdiction and the selling restrictions contained in this LDD. This LDD may not be published, delivered or distributed in or from any country or jurisdiction except under circumstances which will result in compliance with all applicable laws and regulations in that country or jurisdiction and the selling restrictions contained in this LDD.

Without limiting the generality of the above, the following selling restrictions apply in respect of each relevant jurisdiction:

## Member States of the European Economic Area

In relation to each Member State of the European Economic Area, no Bonds have been offered and no Bonds will be offered that are the subject of the offering contemplated by this LDD in relation thereto to the public in that Member State except that an offer of Bonds to the public in the Member State may be made

- a. to any legal entity which is a qualified investor as defined in the EU Prospectus Regulation;
- b. to fewer than 150 natural or legal persons (other than qualified investors as defined in the EU Prospectus Regulation) subject to obtaining the prior consent of the relevant Joint Lead Manager (as applicable) nominated by SBS Bank for any such offer; or
- c. in any other circumstances falling within Article 1(4) of the EU Prospectus Regulation,

provided that no such offer of the Bonds shall require SBS Bank or any Joint Lead Manager to publish a prospectus pursuant to Article 3 of the EU Prospectus Regulation or supplement a prospectus pursuant to Article 23 of the EU Prospectus Regulation.

For the purposes of this provision, the expression an **offer of Bonds to the public** in any Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Bonds to be offered so as to enable an investor to decide to purchase or subscribe for the Bonds and the expression **EU Prospectus Regulation** means Regulation (EU) 2017/1129 (as amended or superseded).

## United Kingdom

No Bonds have been offered and no Bonds will be offered that are the subject of the offering contemplated by this LDD in relation thereto to the public in the United Kingdom except that an offer of Bonds to the public in the United Kingdom may be made:

- a. to any legal entity which is a qualified investor as defined in Article 2 of the UK Prospectus Regulation;
- b. to fewer than 150 natural or legal persons (other than qualified investors as defined in Article 2 of the UK Prospectus Regulation) in the United Kingdom subject to obtaining the prior consent of the relevant Joint Lead Manager (as applicable) nominated by SBS Bank for any such offer; or
- c. in any other circumstances falling within section 86 of the Financial Services and Markets Act 2000 (FSMA),

provided that no such offer of the Bonds shall require SBS Bank or any Joint Lead Manager to publish a prospectus pursuant to section 85 of the FSMA or supplement a prospectus pursuant to Article 23 of the UK Prospectus Regulation.

For the purposes of this provision, the expression an **offer of Bonds to the public** means the communication in any form and by any means of sufficient information on the terms of the offer and the Bonds to be offered so as to enable an investor to decide to purchase or subscribe for the Bonds and the expression **UK Prospectus Regulation** means Regulation (EU) 2017/1129 as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018.

## Other regulatory restrictions

No communication, invitation or inducement to engage in investment activity (within the meaning of section 21 of the FSMA) has been or may be made or caused to be made or will be made in connection with the issue or sale of the Bonds in circumstances in which section 21(1) of the FSMA applies to SBS Bank.

All applicable provisions of the FSMA with respect to anything done in relation to the Bonds in, from or otherwise involving the United Kingdom must be complied with.

## Singapore

This LDD has not been and will not be registered as a prospectus with the Monetary Authority of Singapore. Accordingly, this LDD and any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Bonds has not been, and will not be, circulated or distributed, nor have the Bonds been, nor will they be, offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to any person in Singapore other than (i) to an institutional investor (as defined in Section 4A of the SFA pursuant to Section 274 of the SFA, (ii) to a relevant person (as defined in Section 275(2) of the SFA) pursuant to Section 275(1) of the SFA, or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA, or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Bonds are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- a. a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- b. a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities or securities-based derivatives contracts (each term as defined in Section 2(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Bonds pursuant to an offer made under Section 275 of the SFA except:

1. to an institutional investor or to a relevant person, or to any person arising from an offer referred to in Section 275(1A) or Section 276(4)(i)(B) of the SFA;
2. where no consideration is or will be given for the transfer;
3. where the transfer is by operation of law;
4. as specified in Section 276(7) of the SFA; or
5. as specified in Regulation 37A of the Securities and Futures (Offers of Investments) (Securities and Securities-based Derivatives Contracts) Regulations 2018.

## Australia

No prospectus or other disclosure document (as defined in the Corporations Act), offering material or advertisement in relation to the Bonds (including this LDD) has been, or will be, lodged with, or registered by, the Australian Securities and Investments Commission (**ASIC**), ASX Limited (**ASX**) (or any successor thereto) or any other regulatory authority in Australia. No person may:

- a. make or invite (directly or indirectly) an offer of the Bonds for issue, sale or purchase in, to or from Australia (including an offer or invitation which is received by a person in Australia); and
- b. distribute or publish, any LDD, information memorandum, prospectus or other disclosure document (as defined in the Corporations Act) or any other offering material or advertisement relating to the Bonds in Australia,

unless:

- i. the minimum aggregate consideration payable by each offeree or invitee is at least A\$500,000 (or its equivalent in an alternative currency and, in either case, disregarding moneys lent by the offeror or its associates) or the offer or invitation otherwise does not require disclosure to investors in accordance with Part 6D.2 or Part 7.9 of the Corporations Act;
- ii. the offer or invitation is not made to a person who is a "retail client" within the meaning of section 761G of the Corporations Act;
- iii. such action complies with all applicable laws, regulations and directives; and
- iv. such action does not require any document to be lodged with, or registered by, ASIC, ASX (or any successor thereto) or any other regulatory authority in Australia.

By applying for the Bonds, each person to whom the Bonds are issued (an investor):

- a. will be deemed by SBS Bank and the Joint Lead Managers to have acknowledged that if any investor on-sells the Bonds within 12 months from their issue, the investor will be required to lodge a prospectus or other disclosure document (as defined in the Corporations Act) with ASIC unless either:
  - i. that sale is to an investor within one of the categories set out in sections 708(8) or 708(11) of the Corporations Act to whom it is lawful to offer the Bonds in Australia without a prospectus or other disclosure document lodged with ASIC; or
  - ii. the sale offer is received outside Australia; and
- b. will be deemed by SBS Bank and each of the Joint Lead Managers to have undertaken not to sell those Bonds in any circumstances other than those described in paragraphs (a)(i) and (a)(ii) above for 12 months after the date of issue of such Bonds.



Each person to whom the Bonds are issued will be deemed to have represented and agreed, that it will comply with Banking exemption No. 1 of 2018 dated 21 March 2018 promulgated by the Australian Prudential Regulation Authority which requires all offers and transfers to be in parcels of not less than A\$500,000 in aggregate principal amount. Banking exemption No. 1 does not apply to transfers which occur outside Australia.

This LDD is not, and under no circumstances is to be construed as, an advertisement or public offering of the Bonds in Australia

## Hong Kong

No Bonds have been offered or sold or will be or may be offered or sold in Hong Kong, by means of any document other than (a) to “professional investors” as defined in the Securities and Futures Ordinance (Cap. 571) of Hong Kong (the SFO) and any rules made under the SFO; or (b) in other circumstances which do not result in the document being a “Prospectus” as defined in the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong (the **C(WUMPO)**) or which do not constitute an offer to the public within the meaning of the C(WUMPO). No advertisement, invitation or document relating to the Bonds may be issued or in the possession of any person or will be issued or be in the possession of any person in each case for the purpose of issue, whether in Hong Kong or elsewhere, which is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to Bonds which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” as defined in the SFO and any rules made under the SFO.

## Japan

The Bonds have not been and will not be registered under Article 4, paragraph 1 of the Financial Instruments and Exchange Law of Japan (Law No. 25 of 1948), as amended (the **FIEL**) pursuant to an exemption from the registration requirements applicable to a private placement of securities to Qualified Institutional Investors (as defined in and in accordance with Article 2, paragraph 3 of the FIEL and the regulations promulgated thereunder). Accordingly, the Bonds may not be offered or sold, directly or indirectly, in Japan or to, or for the benefit of, any resident of Japan other than Qualified Institutional Investors. Any Qualified Institutional Investor who acquires Bonds may not resell them to any person in Japan that is not a Qualified Institutional Investor, and acquisition by any such person of Bonds is conditional upon the execution of an agreement to that effect.

## United States of America

The Bonds have not been, and will not be, registered under the Securities Act of 1933, as amended (the **Securities Act**) and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S under the Securities Act (**Regulation S**)) except in accordance with Regulation S or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act.

No person or any person acting on its or their behalf has engaged or will engage in any directed selling efforts in relation to the Bonds, and each person has complied and will comply with the offering restrictions requirements of Regulation S.

The Bonds will not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons (i) as part of their distribution at any time, or (ii) otherwise until 40 days after the completion of the distribution of all Bonds of the Tranche of which such Bonds are part, as determined and certified by any Joint Lead Manager, except in accordance with Rule 903 of Regulation S. Any Bonds sold to any distributor, dealer or person receiving a selling concession, fee or other remuneration during the distribution compliance period require a confirmation or notice to the purchaser at or prior to the confirmation of the sale to substantially the following effect:

*‘The Bonds covered hereby have not been registered under the US Securities Act of 1933, as amended (the ‘Securities Act’) or with any securities regulatory authority of any state or other jurisdiction of the United States and may not be offered or sold within the United States, or to or for the account or benefit of, U.S. persons (as defined in Regulation S under the Securities Act) (i) as part of their distribution at any time or (ii) otherwise until 40 days after the later of the commencement of the offering of the Bonds and the closing date except in either case pursuant to a valid exemption from registration in accordance with Regulation S under the Securities Act. Terms used above have the meaning given to them by Regulation S.’*

Until 40 days after the completion of the distribution of all Bonds of the Tranche of which those Bonds are a part, an offer or sale of the Bonds within the United States by any Joint Lead Manager, or any dealer or other distributor (whether or not participating in the offering) may violate the registration requirements of the Securities Act if such offer or sale is made otherwise than in accordance with Regulation S.

## Indemnity

By its subscription for the Bonds, each Holder agrees to indemnify SBS Bank, the Joint Lead Managers and each of their respective directors, officers and employees for any loss, cost, liability or expense sustained or incurred by SBS Bank or the Joint Lead Managers, as the case may be, as a result of the breach by that Holder of the selling restrictions set out above.